

United States Department of State

***A Guide To Doing Business
With the Department of State***

May 1995



Department of State Publication 10224
Bureau of Administration
Office of Small and Disadvantaged Business Utilization

Revised May 1995

FLARE

Introduction

A Guide to Doing Business With the Department of State is designed to familiarize small, minority, and female-owned businesses with the Department's procurement program. The Guide is intended to assist those small, minority, and female-owned firms seeking to do business with the Department in identifying procurement opportunities within the Department.

The *Guide* is issued by the Office of Small and Disadvantaged Business Utilization (A/SDBU), located in Arlington, Virginia, in State Annex 6, 1701 North Fort Myer Drive, Room 633. The office is responsible for implementation of the Department of State's activities on behalf of small and disadvantaged businesses and female-owned businesses in accordance with Public Law 95-507, Public Law 100-656, and Executive Order 12138.

The *Guide* is divided into five sections:


Section A (1) summarizes the Department's procurement program; (2) describes the Department's acquisition under the Diplomatic Security Act; and (3) lists user-office contacts under the various categories of products and services for which the Department of State contracts.

Section B contains (1) a briefing memorandum to small, disadvantaged, and female business owners concerning the Department's Small, Disadvantaged, and Female Business Program, and (2) a listing of all Federal Offices of Small and Disadvantaged Business Utilization (OSDBU).

Section C lists subcontracting opportunities available through the Department's larger prime contractors.

Section D lists contacts for trade and investment-related issues. **Section E** lists other Department of State (and other government) publications (and subscriptions) that may be of interest to the reader.

Section E lists other Department of State (and other government) publications (and subscriptions) that may be of interest to the reader.



Digitized by the Internet Archive
in 2016 with funding from
University of Florida, George A. Smathers Libraries

Table of Contents

Acquisition Program Profile	A-1
DOS Grant and Cooperative Agreement Opportunities	A-6
Credit Card Sales	A-7
Regional Procurement and Support Office	
U.S. Embassy Bonn/Tokyo	A-8
U.S. Embassy Singapore	A-9
Miami Regional Center	A-10
Top Spending Posts	A-11
Acquisition Under the Omnibus Diplomatic Security and Antiterrorism Act of 1986	A-12
Notification of Metric Transition	A-13
User-Office Contacts	A-14
State Department Foreign Service Posts	A-28
Memo to Small, Disadvantaged, and Female (SD&F)	
Business Owners	B-1
Federal Offices of Small and Disadvantaged	
Business Utilization (OSDBU)	B-3
Subcontracting Opportunities	C-1
Contacts for Trade and Investment-Related Issues	D-1
Superintendent of Documents Order Form	E-1
Electronic Services	
Federal Bulletin Board	E-3
EC/EDI Fact Sheet (The Basics)	E-3
OSDBU Bulletin Board	E-6

Section A

- **Acquisition Program Profile**
- **Acquisition Under the Omnibus Diplomatic Security and Antiterrorism act of 1986**
- **User-Office Contacts**

Acquisition Program Profile

The mission of the Department of State is the conduct of foreign policy. The Department seeks qualified small businesses, minority-owned businesses, and female-owned businesses to participate in the acquisition process in support of this mission.

Major procurements include the Automated Data Processing Distributed Systems; Worldwide Diplomatic Security Support, Narcotics Eradication, Communications Equipment; and Furnishings for Embassies and Consulates. The contract spectrum includes the following:

Research and Development

A small research and development program (less than \$5 million annually) is conducted in support of such programs as physical security, operation of worldwide telecommunications networks, and computer applications. Research and Development is not a major component of the State Department's acquisition program.

Supplies and Equipment

There are ongoing requirements for the following types of supplies and equipment. Many of these procurements are suitable for small business participation and some offer subcontracting possibilities.

- (a) Telecommunications equipment for use worldwide.
- (b) Computer software/hardware equipment and applications. Software and programming requirements are particularly suited to small business participation.*
- (c) Security equipment for the physical protection of diplomatic personnel and installations.
- (d) Household furnishings for embassies and consulates.

Services

- (a) Continuing requirements for maintenance services for communication equipment.
- (b) Requirements for packing and storage of household goods provide an excellent opportunity for small business participation.
- (c) General labor services, i.e., moving, messenger, clerical.
- (d) Management studies and surveys relating to mission activities.**
- (e) Facilities maintenance services.

* The State Department has an outdated base of proprietary office automation and data processing systems. It is now planning and implementing a migration toward open systems architecture. The Department has a multiyear plan to accomplish this migration.

** The State Department commissions studies and special projects to examine a wide range of subjects in response to requests from Congress, recommendations by the General Accounting Office and the Office of the Inspector General, or at the behest of management. These studies are either performed by internal working groups or contracted out. In fiscal year 1991, external studies accounted for a substantial part of such services. Unlike recurring services, however, it is difficult to plan for or predict when the Department might have need for such external studies.

All of the procurement activities described previously are conducted by the centralized Office of Acquisitions located in Rosslyn, Virginia. The mailing address follows as number 1 on the list of 16 major procuring activities. Following is a list of the Department's 16 major acquisition activities:

1. Office of Acquisitions (A/OPR/ACQ)
Department of State
P.O. Box 9115, Rosslyn Station
Arlington, VA. 22219
Customer Service Center Tel. (703) 516-1706

This is the Department's principal procurement office, buying a full range of services and personal property in support of DOS activities worldwide.

2. Office of Foreign Buildings Operations (A/FBO/AP/AD)
Department of State
SA-6, Room L-600, P.O. Box 12248
Rosslyn Station
Arlington, VA. 22219
Tel. (703) 875-6297

Performs acquisition services in support of design, engineering, construction, renovation, and/or rehabilitation of U.S. Embassies worldwide.

3. Office of Language Services (A/OPR/LS)
Department of State
Main State, Room 2214
Washington, D.C. 20520-2214
Tel. (202) 647-1528

Limited small purchase authority involving the services of translators, interpreters, escorts, and related language support.

4. Office of Overseas Schools (A/OPR/OS)
Department of State
SA-29, Room 245
Washington, D.C. 20522-2902
Tel. (703) 875-7800

Small purchases and grants involving overseas schools assistance activities.

5. Diplomatic Telecommunications Service (DTS-PO/ADM/ACQ)
Department of State
SA-43, 3920 Pender Drive
Fairfax, VA 22030
Tel. (703) 302-7908 or 302-7840

Lease or purchase of information technology supplies and services, i.e., telecommunication circuitry and subsystems for worldwide use. Samples of subsystems are: modems, multiplexors, electronic switches, network management systems, professional services, etc.

6. Office of Foreign Missions (M/OFM)
Department of State
SA-33, Room 357
Washington, D.C. 20520-3301
Tel. (202) 895-3507

Limited acquisitions involving professional services and personal property in support of the office's mission, that of ensuring reciprocity of treatment between U. S. missions overseas and foreign missions in this country.

7. Foreign Service Institute (NFATC)
Department of State
4000 Arlington Blvd.
Arlington, VA 22204-1500
Tel. (703) 302-7141

Acquisitions involving instructors, linguists, other academic and training specialists, and personal property as needed to support the Institute's training mission.

8. Office of International Conferences (IO/OICA)
Department of State
Main State, Room 1428A
Washington, D.C. 20520-6319
Tel. (202) 647-1771

Limited small purchase authority involving annual international conferences.

9. Bureau for Refugee Programs (RP/COMP)
Department of State
SA-1, Room 1215
Washington, D.C. 20522-0112
Tel. (202) 663-1022

Small purchases, grants, and cooperative agreements supporting worldwide refugee matters.

10. United States Mission to the United Nations (USUN)
799 UN Plaza, Room 312
New York, N.Y. 10017
Tel. (212) 667-4095

Small purchases involving services and personal property supporting the U.S. Mission to the United Nations.

11. Moscow Embassy Buildings Control Office (M/MEBCO)
Department of State
SA-6, Room 1139
Washington, D.C. 20522-0602
Tel. (703) 516-1855

Acquisitions involving the new Moscow Embassy complex, including A/E and construction services and materials.

12. Regional Procurement and Support Office
Miami Regional Center
Department of State
1650B SW 39th St.
Ft. Lauderdale, FL 33315
Tel. (305) 359-3764/5

Procurement for services and personal property procured in the United States in support of posts in Central and South America.

13. Office of Information Management, Major Acquisitions
Program Office (IM/RM/MFA)
Department of State
IM/RM/MFA, Room 835, SA-1
Washington, D.C. 20522-0835
Tel. (202) 663-3638

Limited procurement authority for major systems buys (those exceeding \$50 million) or as directed by the Deputy Assistant Secretary for Information Management or the

Procurement Executive. The office will play a major role in formulating a competitive solicitation for modernization of the Department's information systems.

Other specialized procuring activities are described below:

14. Bureau of International Narcotics Matters (INM/C)
Main State, Room 7334
Washington, D.C. 20520
Tel. (202) 647-1918

Has authority to enter into small purchases, orders against GSA schedule contracts, and personal services contracts pursuant to the Foreign Assistance Act of 1961, as amended.

15. The Library (IM/IS/OIS/LR)
Department of State
Main State, Room 2442C
Washington, D.C. 20520
Tel. (202) 647-2196

Has authority to enter into small purchases and orders against GSA schedule contracts for the acquisitions such as newspapers, books, maps, and periodicals.

16. State Department Foreign Service Posts

Designated employees at State Department's Embassies and Consulates abroad have Certificates of Appointment from the Procurement Executive. These certificates, or warrants, provide authority to execute procurement actions up to \$100,000, and in some cases, at higher levels, without further approval from the Procurement Executive being required. While services are generally obtained on the local market, posts often purchase goods from U.S. vendors, either from GSA schedule or directly from vendors. Firms interested in marketing their product to U.S. posts abroad may send a line card and price list or similar information directly to posts using the APO addresses listed in the booklet, *Key Officers of Foreign Service Posts* (see order form on page E-1) or to the purchasing agents listed in the footnote on page A-22.

DOS Grant and Cooperative Agreement Opportunities

Office of Overseas Schools (A/OPR/OS)

Department of State

Room 245, SA-29

Washington, D.C. 20522-2902

Ms. Barbara La Brie

Tel. (703) 875-7800

Grants for the provision of assistance to elementary and secondary schools abroad to assure that appropriate educational programs are provided for dependents of American citizens.

Bureau of Oceans and International Environmental and
Scientific Affairs (OES)

Department of State

Room 7821, Main State

Washington, D.C. 20520

Mr. Jim Lewis

Tel. (202) 647-3622

Grants related to the conduct of research and promotion of international cooperation on environmental and other scientific issues.

Bureau of Intelligence and Research (INR/RES)

Department of State

Room 404, SA-5

Washington, D.C. 20522-0504

Ms. Susan Nelson

Tel. (202) 736-9059

Grants for the provision of stable, long-term financing for advanced research; graduate and language training; public dissemination of research data (e.g., methods and findings); and contact and collaboration among government and private specialists.

Bureau of Refugee Programs (RP)

Department of State

Room 1211, SA-1

Washington, D.C., 20522-0112

Ms. Emily Krantz

Tel. (202) 663-1022

Cooperative agreements for the provision of food, health, and training activities and medical services for refugees in camps of first asylum.

Bureau of Diplomatic Security (DS/OSA/ASD)
Department of State
3d Floor, SA-10
Washington, D.C. 20522-1003
Ms. Donna Taylor
Tel. (202) 663-0011

Cooperative agreements with state and local governments and institutions of higher learning for security-related training and training evaluation.

Credit Card Sales

The Government's VISA card is called "International Merchant Purchase Authorization Card" or "I.M.P.A.C." It is issued to certain Department employees under a delegation of purchase authority to pay for certain types of small purchases (no single purchase may exceed \$2,500) such as office supplies, copier supplies, and maintenance; books and subscriptions; and repair of property and equipment (other than building property). Firms that accept I.M.P.A.C. and which wish to market their product to the Department should direct their attention to page A-26 for a partial list of cardholders. To learn more about accepting the I.M.P.A.C. VISA credit card, you may contact your local bank and ask for a "VISA Merchant Account" or call First Bank Systems' Customer Service at 1-800-945-4689.

Regional Procurement and Support Office

U.S. Embassy/Bonn

The Department of State's Embassy in Bonn, Germany, has a Regional Procurement and Support Office (RPSO) that supports the purchasing needs of many of the other American embassies abroad, particularly those in the Near East, Africa, the Mediterranean region, Eastern Europe, and posts in the newly independent states (formerly the U.S.S.R.).

In Fiscal Year 1992, RPSO/Bonn purchased over \$55 million in goods and services, much of which was from U.S. vendors. The majority of such purchases are under \$25,000 ("small purchases") and fall into three main categories. Those categories are: (1) medical supplies and equipment, (2) "special acquisitions," including computers and peripherals, software, large household appliances, expendable and nonexpendable office supplies, furniture, subscriptions and books, and (3) "general acquisitions," including educational materials, vehicles and spare parts, construction materials and supplies, and other miscellaneous goods and services that do not fall into categories (1) and (2).

Firms interested in selling to the RPSO/Bonn should send descriptive literature on their product line, including prices, to Charles Krips, Director, or Lisa Million, Assistant Director, RPSO/Bonn, c/o American Embassy/Bonn, Department of State, Deichmanns Aue 5300, Bonn 2 Unit 27101, APO AE 09080. Small, small minority-owned, and small women-owned businesses should clearly indicate their size and ownership status when mailing product information to RPSO/Bonn. While overseas posts, including RPSO/Bonn, are not required by law to comply with U.S. domestic policy concerning Federal socioeconomic procurement preference programs, posts attempt to observe such policy where practicable (FAX 011-49-228-339-2663).

U.S. Embassy/Tokyo

The U. S. Embassy in Tokyo, Japan, has a Regional Procurement and Support Office (RPSO) that supports the purchasing needs of many of the other American Embassies and Consulates abroad, particularly those in the former Soviet bloc of nations and the Commonwealth of Independent States (CIS), Africa, the Near East, the Middle East, and the Far East.

In Fiscal Year 1992, RPSO/Tokyo purchased over \$12 million in goods and services. The majority of such purchases are under \$25,000 ("small purchases") and fall into three main categories: (1) Japanese-made automobiles with right-hand steering, and with left-hand steering for which no other available source exists in the particular constituent location for parts, supplies, and services; (2) automobile parts for vehicles made in Japan; (3) airfreight and shipping services to constituent posts of American Embassy Tokyo; and other miscellaneous goods and services that do not fall into any of the other categories.

Firms interested in selling to the RPSO/Tokyo should send descriptive literature on their products line (s), including prices, to Lawrence Mandel, Director, RPSO Tokyo, c/o American Embassy/Tokyo, Unit 45002, Box 212, APO AP 96337-0001. Small, small minority-owned, and small women-owned businesses should clearly indicate their size and ownership status when mailing product information to RPSO/Tokyo. Although overseas posts, including RPSO/Tokyo, are not required by law to comply with U.S. domestic policy concerning Federal socioeconomic procurement preference programs, posts attempt to observe such policy where practicable. (FAX 011-81-3-3505-1862).

U.S. Embassy/Singapore

In October 1993, the Department of State formally opened a Regional Procurement Support Office (RPSO) under the U.S. Embassy in Singapore, Republic of Singapore. RPSO Singapore supports the procurement needs of the American Embassy in Singapore, including those Federal agencies attached to the Embassy, and other American Embassies and Consulates in the East Asian region.

As the RPSO Singapore is being newly established, historical procurement data is of somewhat limited value. In Fiscal Year 1993, Embassy Singapore purchased over \$3 million in goods and services, of which 60 percent of the individual transactions were under \$25,000 ("small purchases"). Over \$450,000 in purchases were made for U.S. Embassies and Consulates in other countries. Supplies purchased by RPSO Singapore are expected to include heating and air-conditioning equipment, tires, medical supplies, electrical supplies, small appliances, consumer and office electronics, automobiles, construction materials and supplies, publications, household appliances, office equipment, construction materials, computer equipment and software, and household and office furniture. Services are expected to include commercial support services (cleaning, gardening, security guards), computer services, facility rentals, equipment leases, small architect-engineer and construction services, and airfreight and shipping services.

Firms interested in selling to the RPSO Singapore should send descriptive literature on their product line(s), including prices, to James Tyckoski, Director, RPSO Singapore, American Embassy Singapore, FPO AP 96534-0001. Small, small minority-owned, and small women-owned businesses should indicate their size and ownership status when mailing product information to RPSO Singapore. While overseas posts, including RPSO Singapore, are not required by law to comply with U.S. domestic policy concerning Federal socioeconomic procurement preference programs, posts attempt to observe such policy where practicable (FAX 011-65-338-4550).

Miami Regional Center

A Regional Procurement Support Office (RPSO) was formally opened in December 1993 at the U.S. Department of State's Miami Regional Center located in Ft. Lauderdale, FL. RPSO-MIAMI was established to support the procurement needs of the American Embassies, Consulates, or other posts located in the Central/South American, Caribbean, and certain West African countries.

Since RPSO-MIAMI was only recently established, there is no reliable historical data. Supplies and services that will be procured by RPSO-MIAMI may include heating and air-conditioning units and repair parts; computer equipment and software; small/large household appliances; office electronics; medical supplies/equipment; automotive parts/tires; electrical equipment/supplies; telecommunications equipment/supplies, construction materials/supplies; household/office furniture; printing requirements, and carpet/flooring supplies and equipment. Services are expected to be lawn care/gardening; equipment leases; computer services; small architect-engineer and construction services; and air freight/ocean freight and other shipping or courier services; facility rental; janitorial services; guard services; printing services; and life/health and retirement plans.

Firms interested in doing business with the RPSO-MIAMI should forward descriptive literature on their product/service line(s), including prices, to John Hilliard, Director, RPSO-MIAMI, Miami Regional Center, 1650B S.W. 39th Street, Ft. Lauderdale, FL 33315. Small, small minority-owned, and small women-owned businesses should clearly indicate their size/ownership status when contacting RPSO-MIAMI. For additional information, you may also call (305) 359-3765 or FAX (305) 359-3769.

Top Spending Posts for FY-1994
 (extracted from *Competition Advocates' Report*)
 (in U.S. \$)

Paris, France	over \$27 million
Tokyo, Japan	over \$17 million
Bonn, Germany	over \$13 million
Bangkok, Thailand	over \$12 million
Vienna, Austria	over \$11 million
Frankfurt, Germany	over \$11 million
Rome, Italy	over \$9 million
Cairo, Egypt	over \$7 million
Athens, Greece	over \$7 million
Seoul, South Korea	over \$7 million
Abidjan, Ivory Coast	over \$6 million
Brussels, Belgium	over \$6 million
Mexico City, Mexico	over \$6 million
La Paz, Bolivia	over \$6 million
Madrid, Spain	over \$5 million
New Delhi, India	over \$5 million

Posts That Issued Largest Number of Contract Actions
 (exceeding \$25,000 during FY-1994)

Paris	Tokyo
Bonn	Lisbon
London	Beirut
Bangkok	New Delhi
Manila	Lima
Cairo	Riyadh
Santiago	Bridgetown
Brussels	Vienna

More detailed information on post-specific statistical data is available in the Department of State's *Annual Competition in Contracting Report*. To receive a copy, contact the Competition Advocate on (703) 516-1697.

Acquisition Under the Omnibus Diplomatic Security and Antiterrorism Act of 1986

In the Omnibus Diplomatic Security and Antiterrorism Act of 1986 (PL 99-399), Congress has authorized funds to be appropriated to carry out diplomatic security construction, acquisitions, and operations pursuant to the Department of State's Supplemental Diplomatic Security Program.

Information regarding these projects is released through the Commerce Business Daily and other construction trade publications when the projects are ready to be designed, constructed, or government-furnished materials are to be purchased.

Firms interested in performing Embassy construction should direct their attention to Section 402 of the Omnibus Diplomatic Security and Antiterrorism Act of 1986. Section 402 addresses preference for U.S. contractors, utilization of minority and small business contractors, qualifications criteria, and subcontracting limitations on construction projects.

Limited contracting opportunities may exist for government-furnished equipment (GFE) such as bills of material (BOMs) for post communication centers and for security materials. Interested firms should contact Juanita Waters at the following address:

Department of State
A/FBO/AP/AD
SA-6, Room L 600
Washington, D.C. 20522-0604
Telephone: (703) 875-6297

Any firm that has new or innovative technical security or electronic CM products, which could be used to enhance security at a U.S. Embassy abroad, may contact Ken Stanley at the following address:

Department of State
DS/ST/CMP
SA-10, 7th Floor
Washington, D.C. 20522-1003
Telephone: (202) 663-0704

Other products such as bullet-proof glass, closed-circuit televisions, intrusion detection devices, and the like, are also part of the procurement pattern under the security program. Firms wishing to market such products should contact Robert Brittan of the Department's Physical Security Division at the address listed on page A-17.

Firms interested in performing services related to Embassy security such as security engineering, construction management, construction surveillance, and the like, should contact the following areas:

Department of State
A/FBO/PE/CSM
SA-6, Room 711
Washington, D.C. 20522-0602
Attn: Mr. Ray Williams
Telephone: (703) 516-1637

Department of State
DS/PSD/CSB
SA-6, 8th Floor
Washington, D.C. 20522-0602
Attn: Mr. Greg Starr
Telephone: (703) 875-6562

For planning purposes, it is projected that during FY 95/96, architect/engineer and/or construction projects at the following Foreign Service posts will be advertised or awarded: Rio de Janeiro, Brazil; Panama City, Panama; Vientiane, Laos; Bissau, Guinea-Bissau; Algiers, Algeria; Sofia, Bulgaria; Harare, Zimbabwe; Berlin, Germany; Buenos Aires, Argentina; Havana, Cuba; Guatemala City, Guatemala; Port-au-Prince, Haiti; Tegucigalpa, Honduras; Asuncion, Paraguay; Athens, Greece; Zagreb, Croatia; Prague, Czech Republic; London, England, United Kingdom; Paris, France; Reykjavik, Iceland; Rome, Italy; Vilnius, Lithuania; Warsaw, Poland; Lisbon, Portugal; Madrid, Spain; and Stockholm, Sweden.

Notification of Metric Transition

In 1975 and 1988, legislation was enacted that denoted the metric system of measurement as the preferred system of weights and measures for the United States Trade and Commerce. Furthermore, Executive Order 12770 promoted the use of the metric system of weights and measures through contracts, grants, and other business-related activities to the extent economically feasible.

The metric system can provide substantial advantages to the Federal Government in its operations, and the Department of State, unique in its international mission and environment, has an important role to play in the Federal Government's transition.

Therefore, all employees of the Department, as well as those businesses that do business with the Department, are encouraged to participate in moving departmental functions to the metric system of weights and measures.

Any questions regarding the Department of State Metric Transition Program should be directed to Mr. Robert E. Lloyd in the Office of the Procurement Executive.

U.S. Department of State Washington, D.C. 20520

User-Office Contacts

It is the Department of State's policy to maximize competition in contracting under applicable procurement regulations. Advertising and competition are mandated by these regulations. Consequently, the following user-office contacts are provided for program information only. Any questions regarding the competition in contracting practices of the Department should be directed to:

Ms. Mary Ackerman
Departmental Competition Advocate
(Mailing Address)
U.S. Department of State
A/OPE/CA, Room 603, SA-6
Washington, D.C. 20522-0602

Telephone: (703) 516-1697

Architectural, Engineering, and Design Services (Construction)

- a. Office of Foreign Buildings
Room L600, SA-6

Ms. Patricia Regalo-Warren (Acquisitions) Telephone: (703) 875-6276

- b. Office of Small & Disadvantaged Business Utilization
Room 633, SA-6

Mr. Russell Cohn
(Minority Business Coordinator)

Telephone: (703) 875-6586

Audio-Visual Services and Products

- a. Publishing Services Division
Room B847, N.S.

Mr. Richard Florence

Telephone: (202) 647-1857

- b. General Services Division
Room B-258, N.S.

Mr. Royce Rock

Telephone: (202) 647-1634

- c. Foreign Service Institute (FSI/EX/AVF)
Room F1328, SA-42

Mr. Tom Bash

Telephone: (703) 302-6788

- d. Bureau of Diplomatic Security (DS/PLD/TC)
Room 380A, SA-11

Ms. Brenda Sprague

Telephone: (703) 204-6240

Building Interior Furnishings (Foreign)

Office of Foreign Buildings
Room 1201, SA-6
Ms. Vivien Woofter Telephone: (703) 875-6263

Building Maintenance and General Services (Domestic)
(Includes labor services, local transportation services, etc.)

General Services Division
Room 1493, M.S.
Mr. John Silva (transportation) Telephone: (202) 647-3628

Ms. Shirley Beard (labor services) Telephone: (202) 647-3611

Office of Operations

- a. Facilities Management and Support Services
Room 1480, M.S.
Mr. Frank Bright Telephone: (202) 647-6001

- b. Safety Division
Room 3800, M.S.
Mr. Stephen Urman Telephone: (202) 647-4302

Building Maintenance and General Services (Foreign)

Office of Foreign Buildings
Room L100 and L200, SA-6
Mr. Greg Krisanda, Acting Telephone: (703) 875-5742

Building Materials/Supplies

(Includes plumbing supplies, paint manufacturing, carpentry supplies, retrofit, industrial supplies, and equipment, etc.)

Office of Foreign Buildings
Mr. Fred Bunke (Moscow)
Room 1139, SA-6 Telephone: (703) 875-5796

Ms. Wanda Besson
Room L600, SA-6 Telephone: (703) 875-6297

Cartographic Services

Office of the Geographer
Room 8742, M.S.
Mr. William Wood Telephone: (202) 647-2021

Catering Services

Office of Protocol
Room 1238, N.S.
Mr. Harland Lee Telephone: (202) 647-1700

Communication Equipment Services

(Includes drafting, servicing communications equipment at U.S. Embassies, repair of UHF/VHF radio equipment, electronics training, etc.)

Office of Information Management/Special Operations
(IM/SO/TO/MT)

Room 214, SA-21

Mr. Lee Rainer

Telephone: (703) 912-8350

Mr. Wesley J. Lincoln

Telephone: (703) 912-8441

Computer Supplies and Accessories

Office of Information Management
(IM/SO/DO/FADPC)

Room 12B63, N.S.

Mr. Dave Ames

Telephone: (202) 647-7245

Mr. Edward Courlang

Room 200, SA-29

Telephone: (202) 647-7811

Office of Acquisition

Ms. Tai Lai Hoffman

Telephone: (703) 875-5815

Construction Services (Foreign)

Office of Foreign Buildings
Room L600, SA-6

Mr. John Sligh (Const. Management)

Room 703, SA-6

Telephone: (703) 875-6300

Mr. Russell Cohn (Program Coordinator)

Room 633, SA-6

Telephone: (703) 875-6586

Educational Materials/Supplies

a. Office of Overseas Schools

Room 245, SA-29

Mr. Ernest N. Mannino

Telephone: (703) 875-7800

b. Foreign Service Institute

Room F2125, SA-42

Ms. Jayetta Oates

Telephone: (703) 302-7233

Electronic and Physical Security Services/Equipment

(Includes security engineering, technical security, counter-terrorism, audio counter-measures, personal protective equipment, firearms and ammunition, safety and escape mechanisms, special first-aid kits, etc.)

Bureau of Diplomatic Security

SA-10, 8th floor

Mr. James Robertson

Telephone: (202) 663-0031

Mr. Robert Brittian

SA-6, Room 804

Telephone: (703) 875-6570

Mr. Tom Warren

SA-10, 7th Floor (DS/CMP/ES)

Telephone: (202) 663-0708

Mr. Robert Boyke

SA-7 (DS/PEL/DE)

Telephone: (703) 644-3330

Engineering Services (Construction)

Office of Foreign Buildings

Ms. Patricia Regalo-Warren

Room L600, SA-6

Telephone: (703) 875-6276

Mr. Harry Marinos (electrical)

Room 310C, SA-6

Telephone: (703) 875-6143

Mr. Robert Gardner (mechanical)

Room 324, SA-6

Telephone: (703) 875-6216

Mr. Sedat Asar (structural)

Room 343, SA-6

Telephone: (703) 875-6190

Office of Real Property Management,

Design, and Construction Division

(Domestic)

Mr. Mark Butowsky

Room 1878, N.S.

Telephone: (202) 647-3860

Engineering Services (Non-Construction)

a. Bureau of Diplomatic Security (DS/CMP/ES)

SA-10, 7th Floor

Mr. Jim Frank (Security R&D)

Telephone: (202) 663-0708

b. Office of Information Management/Special Operations

Room 214, SA-21

Mr. Patrick McLarney, Acting

Telephone: (703) 912-8599

Mr. Lee Rainer

Telephone: (703) 912-8350

Environmental Sciences (air, water, geotechnical, asbestos, etc.)

- a. Office of Foreign Buildings Operations
Mr. Greg Krisanda (overseas posts)
Room L 200, SA-6 Telephone: (703) 875-5742
- b. Office of Safety/Health and Environmental Management
Mr. Stephen Urman
Room 1035, SA-1 Telephone: (202) 663-3230
- c. Office of Operations, Facilities, Management, and Support Services
Mr. Frank Bright
Room 1480, M.S. Telephone: (202) 647-6001

Furnishings and Appliances, Office and Household*

(Includes household and office furniture, floor coverings, draperies, awnings, etc.)

Office of Foreign Buildings
Room 412, SA-6
Ms. Vivien Woofter Telephone: (703) 875-6263

Information Management Support Services

- a. Office of Information Management
Mr. Edward Courlang
(SA-29, Room 200) Telephone: (703) 875-7811

Mr. David Ames
(Room 12B63, M.S.) Telephone: (202) 647-7245

Mr. Yang Kim
(SA-29, Room 200) Telephone: (703) 875-7771

Mr. Robert Obenstine
(Room 12B63 M.S.) Telephone: (202) 647-7528
- b. Bureau of Consular Affairs
Room W711, SA-1
Mr. Alan Dahl Telephone: (202) 663-1121
- c. Office of Passport Services
Room 338, SA-17
Ms. Agnes Liptak Telephone: (202) 955-0253

* Subcontracting opportunities may also exist within major, competitively awarded contracts of approximately \$5 million per annum. Contact Mr. Dan Cushman at (703) 875-6023.

- d. Foreign Service Institute
Room F3313, SA-42
Ms. Linda Coble Telephone: (703) 302-6755
- e. Bureau of Diplomatic Security
SA-10, 6th floor (DS/OA/SYS)
Ms. Joan Lewis Telephone: (202) 663-0416
- f. Office of Financial Management, System Development,
and Maintenance Division (FM/FS/DM)
SA-15, Room 4520
Ms. Cecelia Holson Telephone: (703) 875-6912
- g. Office of Information Resources Management (S/S-IRM/SMD)
Room 7530
Mr. Kenneth Matthiesen Telephone: (202) 647-0867
- h. Office of Modernization and Coordination (IM/PD/OMC)
Room 4428, M.S.
Mr. Jim Casey Telephone: (202) 647-4678
- i. Office of Modernization and Coordination (IM/PD/OMC)
Room 4428, M.S.
Mr. John LaPolla Telephone: (202) 647-0281
(for information on DOS Modernization)
- j. Bureau of Finance and Management Policy (FMP/F/FMS)
SA-15, Room 4709C
Mr. Gary Galloway Telephone: (703) 875-5548
- k. Bureau of Personnel (PER/EX/IM)
Room 1818, M.S.
Ms. Donna Cooper Stange Telephone: (202) 647-1264
- l. Office of Information Management, Major
Acquisition Program Office (IM/RM/MFA)
SA-1, Room 835
Ms. Ronne Rogin Telephone: (202) 663-3638
- m. Bureau of Intelligence and Research (INR/EX)
Room 6510, M.S.
Mr. Mike Wiseman Telephone: (202) 647-6549

International Political and Economic Affairs and Social Science Research

Bureau of International Narcotics Matters

Room 7334, M.S.

Mr. Tim Henderson

Telephone: (202) 647-1918

Labor Services

General Services Division

Room 1493, M.S.

Ms. Shirley Beard

Telephone: (202) 647-3611

Language/Translation Services

Office of Language Services

Room 2214, M.S.

Mr. Harry Obst

Telephone: (202) 647-1528

Library/Subscription Services

Office of Information Services/Library

Room 3239, M.S.

Ms. Alpha Rose**

Telephone: (202) 647-1875

Machine and Equipment Maintenance/Repair (other than ADP)

Office of Operations

Room 1480, M.S.

Mr. Frank Bright

Telephone: (202) 647-6001

Medical Services/Supplies

Medical Services

Room 2906, M.S.

Mr. Elmer R. Higgs

Telephone: (202) 647-3616

Mental Health Care/Services

Office of Medical Services

Employee Services Division

Room 3243, M.S.

Ms. Anne Weiss

Telephone: (202) 647-4929

Microfilming/Micrographics

Office of Information Services/Records Management Staff

(IM/IS/RA/RM)

Room B238A, M.S.

Mr. John Cruce

Telephone: (202) 647-7123

** Manages Department's Commercial Library Program.

National Performance Review Coordination

M/NPR

Room 5214, M.S.

Mr. Joe Melrose, Coordinator

Telephone: (202) 647-0182

Networking/Telecommunications

Diplomatic Telecommunications Program Office

(DTS/PO/Admin/ACQ)

SA-34

Mr. Victor White

Telephone: (703) 912-7908

Digital Systems Programs (SO/DO/DSP)

Room 2921, M.S.

Mr. Robert Bubniak (domestic)

Telephone: (202) 647-4300

Mr. Wesley J. Lincoln

Telephone: (703) 912-8441

Tele. Systems (overseas)

Overseas Employee Associations*

Manufacturers and distributors interested in selling wholesale grocery products, exchange items, and recreational supplies to U.S. Employee Associations overseas should contact:

Ms. Diane DeVivo, Director

Office of Commissary and Recreation Affairs (A/OPR/ST/CR)

Room 600, SA-6

Washington, D.C. 20522-0602

Telephone: (703) 875-6078

FAX (703) 875-6105

(See page A-28 for a list of State Department Foreign Service posts having U.S. Employee Associations. Those posts annotated with an asterisk (*) have U.S. Employee Associations.)

* CR conducts one Conference/Trade Show each year, rotating their sites between each of the Department's five Regional Bureaus. For information regarding future Conference/Trade Shows, please contact Mr. Clint Kiser:

Office of Commissary and Recreation Affairs

A/OPR/ST/CR

State Annex 6, Room 600

U.S. Department of State

Washington, D.C. 20522-0602

Tel: (703) 875-6088

FAX: (703) 875-6105

Publishing, Printing, Reproduction Equipment/Supplies, and Editorial Services

a. Office of Information Services

Room 1758, M.S.

Mr. Howard Gadsick

Telephone: (202) 647-2517

Mr. Gregory Liverpool

Telephone: (202) 647-3835

Recycled Products (Construction and Janitorial Supplies Only)

a. Office of Facilities Management and Support Services (OPR/FMSS)

Room 1481, M.S.

Mr. Calvin Dubose

Telephone: (202) 647-6003

Safety and Rescue Equipment

a. Bureau of Diplomatic Security (DS/CMP/SDE)

SA-10, 7th Floor

Mr. Jim Frank

Telephone: (202) 633-0722

b. Office of Foreign Buildings

Room L100, SA-6

Mr. Bruce Sincox

Telephone: (703) 875-6983

Small Purchases*

Office of Acquisition

Room 528, SA-6

Ms. Millie Pugliese (small purchases
branch chief)

Telephone: (703) 516-1711

Computer Supplies and Accessories

Ms. Tai Li Hoffman

Telephone: (703) 875-5815

Carpeting/Draperies

Ms. Betty Thomas

Telephone: (703) 875-6015

Furniture

Ms. Betty Thomas

Telephone: (703) 875-6015

Mr. Neil Reilly

Telephone: (703) 875-6021

* FSU, the Office of Acquisition's Foreign Service Unit in the State Department, serves as a liaison between vendors and the Department's Foreign Service posts. Vendors seeking to market Embassies in specific geographic regions may do so directly, using the list beginning on page A-28, or may contact the following small purchase agents:

Dan Cushman

(703) 875-6023

See pp.A-2 through A-5 for other organizations having small purchase authority.

Training**

- a. Office of Civil Service Career
Development and Assignments
Room 2429, M.S.
Ms. Theresa A. Manly Telephone: (202) 647-7252
- b. Office of Equal Employment Opportunity and Civil Rights
Room 4216, M.S.
Ms. Azucena Vasquez Telephone: (202) 647-9040
- c. Foreign Service Institute
National Foreign Affairs Training Center
Room F2210, SA-42 Telephone: (703) 302-7141

Mr. Gary D. Crawford (Language) Telephone: (703) 302-7242

Ms. Christine Fulena
(Clerical/Administrative) Telephone: (703) 302-4140

Mr. Richard Jackson (Area Studies)
SA-42, Room F3422 Telephone: (703) 302-6858

Ms. Colleen Lewis (Contracting Officer)
SA-42, Room F2125 Telephone: (703) 302-6774
- d. Office of Information Management (IM/TE/OT)
P.O. Box 3050
Warrenton, VA 22186
Ms. Mary Jo Lange Telephone: (703) 557-1834
- e. Bureau of Diplomatic Security
Room 320A, SA-11
Mr. David Haas Telephone: (703) 204-6188

Transportation/Packing/Shipping/Storage (Household Effects)

- a. Office of Transportation
Room 1056, M.S.
Mr. Ed Davis Telephone: (202) 647-4091

Mr. Harry Lundy (Contracts) Telephone: (703) 875-6014

* The State Department Training programs with government-wide application should, in most instances, be channeled through the Office of Personnel Management (OPM). Contact Leutrell Osborne, Director, OSDDBU, at OPM on (202) 606-2180 for information.

Warehousing/Material Handling Equipment

- a. Office of Information Management (IM/SO/LO/LG)
SA-21, Room 221
Ms. Elizabeth Pratt Telephone: (703) 912-8400
- b. Bureau of Diplomatic Security (DS/PEL/SEM)
SA-7, Room 109
Mr. Stuart Rettie Telephone: (703) 644-3326
- c. Office of Foreign Buildings Operations (FBO/OPS/FIR)
Department of State
7644 Dynatech Ct.
Springfield, VA 22153
Mr. Mike Bryce Telephone: (703) 644-2055
- d. Office of Operations (A/OPR/ST/SD/SSC)
Department of State
7958 Angus Ct.
Springfield, VA 22153
Mr. Jim Flanagan Telephone: (703) 644-3281
- e. Miami Regional Center (MRC/Miami)
Admin./General Services Officer
Department of State
1650B Southwest 39th St.
Ft. Lauderdale, FL 33315 Telephone: (305) 359-3872

* * * * *

For further information contact:

Mrs. Durie White
Operations Director, Office of Small and Disadvantaged Business Utilization
Room 633, SA-6
Washington, D.C. 20522-0602 Telephone: (703) 875-6824

Mr. Gregory Mayberry
Associate Operations Director, Office of Small and
Disadvantaged Business Utilization
Room 633, SA-6
Washington, D.C. 20522-0602 Telephone: (703) 875-6823

Mr. Russell Cohn
A/SDBU/FBO
Room 633, SA-6
Washington, D.C. 20522-0602 Telephone: (703) 875-6586

Ms. Linda Taylor
Procurement Analyst, Office of Small and
Disadvantaged Business Utilization
Room 633, SA-6
Washington, D.C. 20522-0602

Telephone: (703) 516-1953

Mr. Anthony Jones
Procurement Analyst, Office of Small and
Disadvantaged Business Utilization
Room 633, SA-6
Washington, D.C. 20522-0602

Telephone: (703) 875-6822

Department of State

General Services and Administrative Officers

Bureau	Title	Telephone	Room	Zip Code
A/EX	Administrative Officer	202-647-8883	3800, M.S.	20520-6310
A/FBO/RMO	General Services Officer	703-875-5756	1170, SA-6	20522-0602
A/IM/RM	Administrative Officer	202-736-4200	4428, M.S.	20520-6310
AF/EX	General Services Officer	202-647-1359	3519, M.S.	20520-3430
ARA/EX	General Services Officer	202-647-4468	3260, M.S.	20520-6258
CA/EX/GSD	General Services Officer	202-647-5730	1809, M.S.	20520-4818A
DS/EX	General Services Officer	202-663-0049	3d Fl, SA-10	20522-1003
EAP/EX	General Services Officer	202-647-6133	4313A, M.S.	20520-6310
EB/EX	General Services Officer	202-647-1480	6820, M.S.	20520-5818
EUR/EX	General Services Officer	202-647-5955	5428, M.S.	20520-6511
H	General Services Officer	202-647-9221	7517, M.S.	20520-7261A
INM/C	Administrative Officer	202-647-4867	3418, M.S.	20520-7310
INR/EX	General Services Officer	202-647-2503	6639, M.S.	20520-6510
IO/EX	General Services Officer	202-647-1662	1427, M.S.	20520
L/EX	Administrative Officer	202-647-8323	5519, M.S.	20520-6417
FMP/EX	Administrative Officer	703-812-2380	1250, SA-15	20520
M/FSI/EX	General Services Officer	703-302-7233	F2129, SA-42	22204-1500
M/MED/EX	General Services Officer	202-647-3527	B261-D, M.S.	20520-2256
NEA/SA/EX	General Services Officer	202-647-1697	4245, M.S.	20520-6258
OES/EX	Administrative Officer	202-647-4750	7821, M.S.	20520-7818
OIG/PM/EX	Administrative Officer	703-284-1806	840, SA-39	20520
PER/EX	Administrative Officer	202-647-5824	3811, M.S.	20520-2810
PM/EX	General Services Officer	202-736-7227	5819, M.S.	20520-7320
RP/EX	General Services Officer	202-663-1009	1251, SA-1	20520-0112
S/CPR/EX	Administrative Officer	202-647-1702	1238, M.S.	20520-1238
S/S/EX	General Services Officer	202-647-9221	7517, M.S.	20520-7512

Mailing Address Form

The APO and in-country address(s) for overseas posts are published in the *Key Officers of Foreign Service Posts* booklet (Department of State Publication 7877). This publication can be obtained from the Superintendent of Documents, U.S. Government Printing Office, using the order form on page E-3.

State Department Foreign Service Posts*

Location of Office	Type of Office
Abidjan, Cote d'Ivoire*	Embassy
Abu Dhabi, United Arab Emirates	Embassy
Accra, Ghana*	Embassy
Adana, Turkey	Consulate
Addis Ababa, Ethiopia*	Embassy
Alexandria, Egypt	Consulate General
Algiers, Algeria*	Embassy
Almaty, Kazakhstan	Embassy
Amman, Jordan*	Embassy
Amsterdam, Netherlands	Consulate General
Ankara, Turkey*	Embassy
Antananarivo, Madagascar*	Embassy
Apia, Western Samoa	Embassy
Ashgabat, Turkmenistan	Embassy
Asuncion, Paraguay*	Embassy
Athens, Greece*	Embassy
Auckland, New Zealand	Consulate General
Baghdad, Iraq*	Embassy
Baku, Azerbaijan	Embassy
Bamako, Mali*	Embassy
Bandar Seri Begawan, Brunei	Embassy
Bangkok, Thailand*	Embassy
Bangui, Central Arab Republic	Embassy
Banjul, The Gambia*	Embassy
Barcelona, Spain	Consulate General
Barranquilla, Colombia	Consulate
Beijing, China*	Embassy
Beirut, Lebanon	Embassy
Belfast, Northern Ireland, U.K.	Consulate General
Belgrade, Yugoslavia*	Embassy
Belize City, Belize	Embassy
Berlin, Federal Rep. of Germany	Branch Office
Bern, Switzerland	Embassy
Bilbao, Spain	Consulate
Bishkek, Kyrgyzstan	Embassy
Bissau, Guinea-Bissau	Embassy
Bogota, Colombia*	Embassy
Bombay, India	Consulate General

* Posts annotated with an asterisk (*) operate Overseas Employee Associations.

Location of Office**Type of Office**

Bonn, Federal Rep. of Germany* †	Embassy
Bordeaux, France	Consulate General
Bosnia-Herzegovina, Austria	Embassy
Brasilia, Brazil*	Embassy
Bratislava, Slovak Republic	Embassy
Brazzaville, Congo*	Embassy
Bridgetown, Barbados*	Embassy
Brisbane, Australia	Consulate
Brussels, Belgium*	Embassy
Brussels, Belgium	USNATO
Bucharest, Romania*	Embassy
Budapest, Hungary*	Embassy
Buenos Aires, Argentina*	Embassy
Bujumbura, Burundi*	Embassy
Cairo, Egypt*	Embassy
Calcutta, India	Consulate General
Calgary, Canada	Consulate General
Canberra, Australia*	Embassy
Cape Town, South Africa	Consulate General
Caracas, Venezuela*	Embassy
Casablanca, Morocco	Consulate General
Cebu, Philippines	Consulate
Chengdu, China	Consulate General
Chiang Mai, Thailand	Consulate General
Chisinau, Moldova	Embassy
Ciudad Juarez, Mexico	Consulate General
Colombo, Sri Lanka*	Embassy
Conakry, Guinea*	Embassy
Copenhagen, Denmark*	Embassy
Cotonou, Benin*	Embassy
Curacao, Netherlands Antilles	Consulate General
Dakar, Senegal*	Embassy
Damascus, Syria*	Embassy
Dar Es Salaam, Tanzania*	Embassy
Dhahran, Saudi Arabia*	Consulate General
Dhaka, Bangladesh*	Embassy
Djibouti, Djibouti*	Embassy
Doha, Qatar	Embassy
Douala, Cameroon	Consulate
Dubai, United Arab Emirates	Consulate General

* Embassy Bonn has a Regional Procurement Support Operation (RPSO). Product information should be directed to the Contracting Officer, Mr. Charles Krips.

Location of Office**Type of Office**

Dublin, Ireland*	Embassy
Durban, South Africa	Consulate General
Dushanbe, Tajikistan	Embassy
Edinburgh, Scotland, U.K.	Consulate General
Florence, Italy	Consulate General
Frankfurt Am Main, Federal Rep. of Germany*	Consulate General
Freetown, Sierra Leone*	Embassy
Fukuoka, Japan	Consulate
Gaborone, Botswana*	Embassy
Geneva, Switzerland*	Branch and Mission Offices
Genoa, Italy	Consulate General
Georgetown, Guyana*	Embassy
Guadalajara, Mexico*	Consulate General
Guangzhou, China	Consulate General
Guatemala City, Guatemala*	Embassy
Guayaquil, Ecuador	Consulate General
Hague, The Netherlands	Embassy
Halifax, Canada	Consulate General
Hamburg, Federal Rep. Germany*	Consulate General
Hamilton, Bermuda	Consulate General
Harare, Zimbabwe	Embassy
Havana, Cuba	USINT
Helsinki, Finland*	Embassy
Hermosillo, Mexico	Consulate
Hong Kong, Hong Kong*	Consulate General
Islamabad, Pakistan*	Embassy
Istanbul, Turkey*	Consulate General
Izmir, Turkey	Consulate General
Jakarta, Indonesia*	Consulate General
Jeddah, Saudi Arabia*	Consulate General
Jerusalem, Jerusalem	Consulate General
Johannesburg, South Africa	Consulate General
Kaduna, Nigeria	Consulate General
Kampala, Uganda*	Embassy
Karachi, Pakistan*	Consulate General
Kathmandu, Nepal*	Embassy
Kavala, Greece* (relay)	
Khartoum, Sudan*	Embassy
Kiev, Ukraine	Embassy
Kigali, Rwanda*	Consulate General

* Posts annotated with an asterisk (*) operate Overseas Employee Associations.

Location of Office	Type of Office
Kinshasa, Zaire*	Embassy
Kingston, Jamaica*	Embassy
Kolonia, Micronesia	Embassy
Koror, Palau	USLO
Krakow, Poland	Consulate General
Kuala Lumpur, Malaysia*	Embassy
Kuwait, Kuwait*	Embassy
La Paz, Bolivia*	Embassy
Lagos, Nigeria*	Embassy
Lahore, Pakistan*	Consulate General
Leipzig, Federal Rep. of Germany	Consulate General
Liberia (relay)	
Libreville, Gabon	Embassy
Lilongwe, Malawi*	Embassy
Lima, Peru*	Embassy
Lisbon, Portugal*	Embassy
Lome, Togo*	Embassy
London, England, U.K.*	Embassy
Luanda, Angola	USLO
Lubumbashi, Zaire	Consulate General
Lusaka, Zambia*	Embassy
Luxembourg, Luxembourg	Embassy
Madras, India*	Consulate General
Madrid, Spain*	Embassy
Majuro, Marshall Islands	Embassy
Malabo, Equatorial Guinea	Embassy
Managua, Nicaragua*	Embassy
Manama, Bahrain	Embassy
Manila, Philippines	Embassy
Maputo, Mozambique	Embassy
Maracaibo, Venezuela	Consulate
Marseille, France	Consulate General
Martinique, French Caribbean Dept.	Consular Agency
Maseru, Lesotho	Embassy
Matamoros, Mexico	Consulate
Mazatlan, Mexico	Consulate
Mbabane, Swaziland	Embassy
Medan, Indonesia	Consulate General
Melbourne, Australia	Consulate General
Merida, Mexico	Consulate
Mexico City, D.F., Mexico*	Embassy
Milan, Italy	Consulate General
Minsk, Belarus	Embassy
Mogadishu, Somalia*	Embassy

Location of Office**Type of Office**

Mombasa, Kenya	Consulate
Monrovia, Liberia*	Embassy
Monterrey, Mexico	Consulate General
Montevideo, Uruguay*	Embassy
Montreal, Canada*	Consulate General, ICAO
Moscow, Russia*	Embassy
Munich, Federal Rep. of Germany	Consulate General
Muscat, Oman*	Embassy
Nagoya, Japan	Consulate
N'Djamena, Chad*	Embassy
Naha, Japan	Consulate General
Nairobi, Kenya*	Embassy, UNEP
Naples, Italy	Consulate General
Nassau, Bahamas*	Embassy
New Delhi, India*Embassy	
New York, N.Y.	USUN
Niamey, Niger*	Embassy
Nicosia, Cyprus*	Embassy
Nouakchott, Mauritania*	Embassy
Nuevo Laredo, Mexico	Consulate
Oran, Algeria	Consulate
Osaka-Kobe, Japan	Consulate General
Oslo, Norway*	Embassy
Ottawa, Canada*	Embassy
Ouagadougou, Burkina Faso*	Embassy
Palermo, Italy	Consulate General
Panama City, Panama*	Embassy
Paramaribo, Suriname*	Embassy
Paris, France*	Embassy, UNESCO, USOECD
Perth, Australia	Consulate General
Peshawar, Pakistan*	Consulate
Philippines (relay)	
Phnom Penh, Cambodia	Embassy
Ponta Delgada, Azores, Portugal	Consulate
Port-au-Prince, Haiti*	Embassy
Port Louis, Mauritius	Embassy
Port Moresby, Papua New Guinea	Embassy
Porto Alegre, Brazil	Consulate
Port-of-Spain, Trinidad and Tobago*	Embassy
Poznan, Poland	Consulate

* Posts annotated with an asterisk (*) operate Overseas Employee Associations.

Location of Office**Type of Office**

Prague, Czech Republic*	Embassy
Praia, Cape Verde	Embassy
Pretoria, South Africa*	Embassy
Pusan, Korea	Consulate
Quebec, Canada	Consulate General
Quito, Ecuador*	Embassy
Rabat, Morocco*	Embassy
Rangoon, Burma*	Embassy
Recife, Brazil	Consulate
Reykjavik, Iceland	Embassy
Rhodes, Greece (relay)	
Riga, Latvia	Embassy
Rio de Janeiro, Brazil*	Consulate General
Riyadh, Saudi Arabia*	Embassy
Rome, Italy*	Embassy, FODAG
St. George's, Grenada	Embassy
St. Johns, Antigua and Barbuda	Embassy
St. Petersburg, Russia	Consulate General
San Jose, Costa Rica*	Embassy
San Salvador, El Salvador*	Embassy
Sanaa, Yemen Arab Republic	Embassy
Santiago, Chile*	Embassy
Santo Domingo, Dominican Republic*	Embassy
Sao Paulo, Brazil*	Consulate General
Sapporo, Japan	Consulate General
Sarajevo, Bosnia-Herzegovina	Embassy
Seoul, Korea*	Embassy
Shanghai, China*	Consulate General
Shenyang, China*	Consulate General
Singapore, Singapore*	Embassy
Sofia, Bulgaria*	Embassy
Stockholm, Sweden*	Embassy
Strasbourg, France	Consulate General
Stuttgart, Federal Rep. of Germany	Consulate General
Surabaya, Indonesia	Consulate General
Suva, Fiji*	Embassy
Sydney, Australia	Consulate General
Tallinn, Estonia	Embassy
Tashkent, Uzbekistan	Embassy
Tbilisi, Georgia	Embassy
Tegucigalpa, Honduras*	Embassy
Tel Aviv, Israel*	Embassy
Thessaloniki, Greece*	Consulate General
Tijuana, Mexico	Consulate General

Location of Office	Type of Office
Tirana, Albania	Embassy
Tokyo, Japan*	Embassy
Toronto, Canada*	Consulate General
Tunis, Tunisia*	Embassy
Udorn, Thailand	Consulate
Ulaanbaatar, Mongolia	Embassy
Valletta, Malta	Embassy
Vancouver, Canada	Consulate General
Vatican City, The Holy See	Embassy
Victoria, Seychelles	Embassy
Vienna, Austria*	Embassy, UNVIE
Vientiane, Laos*	Embassy
Vilnius, Lithuania	Embassy
Vladivostok, Russia	Consulate General
Warsaw, Poland	Embassy
Washington, D.C.	USOAS
Wellington, New Zealand*	Embassy
Windhoek, Namibia	Embassy
Yaounde, Cameroon*	Embassy
Yerevan, Armenia	Embassy
Zagreb, Croatia	Embassy
Zurich, Switzerland	Consulate General

Abbreviations and Symbols

USNATO	United States Mission to the North Atlantic Treaty
USINT	United States Interests Section
USLO	United States Liaison Office
ICAO	International Civil Aviation Organization
UNEP	United Nations Environment Program
USUN	United States Mission to the United Nations
UNESCO	United Nations Educational, Scientific, and Cultural Organizations
USOECD	United States Mission to the Organization for Economic Cooperation and Development
FODAG	Food and Agriculture Organizations
UNVIE	United States Mission to International Organizations in Vienna
USOAS	United States Mission to the Organization of American States

* Posts annotated with an asterisk (*) operate Overseas Employee Associations.

Section B

- **Memo to Small, Disadvantaged, and Female Business Owners**
- **Federal Offices of Small and Disadvantaged Business Utilization (OSDBU)**

Memo to Small, Disadvantaged, and Female (SD&F) Business Owners

The Department of State is steadily and substantially increasing participation by small and small-disadvantaged businesses, female-owned businesses, and labor surplus area businesses in a broad spectrum of acquisitions through the expanded use of small, disadvantaged, and female-owned business firms locally, nationally, and internationally. These acquisitions range from recurring needs for goods or services to one-time needed procurements or research projects. Good results have been achieved principally through a daily intensive review of acquisitions and/or increased efforts by user offices to locate SD&F suppliers. Also, we have kept close liaison with local and regional offices of the Small Business Administration that have furnished names of suppliers of goods or services. In addition, we search our vendor file, using Standard Industrial Classification (SIC) codes, to locate prospective suppliers. Using the foregoing methodology, the Department is gradually broadening its base of information on SD&F firms. More and more supplies and services under the small purchase threshold will be awarded to SD&F firms and, similarly, larger acquisitions should increase substantially.

For example, Washington, D.C. receives many requisitions for services ranging from office furniture and furnishings to software and maintenance of hardware, communications, and building maintenance.

Beyond the District of Columbia, SD&F firms in various cities throughout the United States have participated in advertising, architectural and engineering design, computer software services, messenger vehicle maintenance, and international affairs research.

In recent months, the Department has extended SD&F firm participation in its acquisitions beyond the continental United States, primarily in the drug abuse and narcotics control program and in renovation, rehabilitation, and maintenance of U.S. Embassies overseas. Administrative, statistical, research-type acquisitions to be performed abroad will also be awarded to qualified small, disadvantaged, and female-owned businesses.

Whenever a conference is held by the Department of State, a variety of local facilities are utilized. These are: motel/hotel space, vehicle rentals, telephones, clerical help, and advertising.

Firms wishing to do business with the Department of State may request a Vendor Profile Database Diskette. This system is maintained by OSDBU and provides a diskette that contains over 100 fields of information to be completed. To obtain the diskette, phone (703) 875-6822.

When complete, please remit to:

Small/Minority Business Enterprise
Coordinator
A/SDBU, Room 633, SA-6
Department of State
Washington, D.C. 20522-0602

If there are any questions, please call Durie N. White (703) 875-6824, Gregory Mayberry (703) 875-6823, or Linda Taylor on (703) 516-1953. Thank you for your interest in being of service to the Department of State.

Sincerely,

Durie N. White
Operations Director
Office of Small and Disadvantaged
Business Utilization

Enclosure:

Vendor File Data Sheet

Federal Offices of Small and Disadvantaged Business Utilization (OSDBU)

Directory of Directors and Women in Business Representatives (WIBR)

The following offices offer small businesses information and guidance on procurement procedures; how to be placed on a bidder's mailing list; and identification of both prime and subcontracting opportunities.

Departments

Women in Business Representatives

Department of Agriculture
14th & Independence Ave., S.W.
Room 127W
Washington, D.C. 20250
Telephone: (202) 720-7117
FAX: (202) 720-3001
Attn: Ms. Sharon Harris
Director, OSDBU

Ms. Belinda Ward
(202) 720-7117

Department of the Air Force
The Pentagon—Room E271
Washington, D.C. 20330-1000
Telephone: (703) 697-1950
FAX: (703) 614-9266
Attn: Mr. Anthony DeLuca
Director, OSDBU

Mr. Patrick Heller
(703) 697-1950

Department of the Army
The Pentagon—Room 2A712
Washington, D.C. 20310-0106
Telephone: (703) 697-7753
FAX: (703) 693-3898
Attn: Ms. Tracy Pinson
Director, OSDBU

Lt. Col. Elizabeth Sawyer
(703) 697-2868

Department of Commerce
14th Street & Constitution Ave., N.W.
Room 6411
Washington, D.C. 20230
Telephone: (202) 482-1472
FAX: (202) 482-0501
Attn: Mr. James Maruca
Director, OSDBU

Ms. Brenda Black
(202) 482-1472

Departments

Department of Defense
The Pentagon—Room 2A338
Washington, D.C. 20301-3061
Telephone: (703) 614-1151
FAX: (703) 693-7014
Attn: Mr. Daniel Gill
Director, OSDDBU

Department of Education
400 Maryland Avenue, S.W.
Room 3120, ROB-3
Washington, D.C. 20202-0521
Telephone: (202) 708-9820
FAX: (202) 401-6477
Attn: Mr. Daniel Levin
Director, OSDDBU

Department of Energy (BU-1)
1000 Independence Ave., S.W.
Washington, D.C. 20585
Telephone: (202) 586-8383
FAX: (202) 586-3075
Attn: Ms. Corlis S. Moody
Director, OSDDBU

Department of Health and Human
Services
200 Independence Ave., S.W.
Room 517D
Washington, D.C. 20201
Telephone: (202) 690-7300
FAX: (202) 690-8772
Attn: Mr. Verl Zanders
Director, OSDDBU

Department of Housing and Urban
Development
7th & D Streets, S.W.
Room 3130
Washington, D.C. 20410
Telephone: (202) 708-1428
FAX: (202) 708-7642
Attn: Mr. Joseph Piljay
Small Business Specialist

Women in Business Representatives

Mr. Tim Foreman
(703) 697-1481

(vacant)
Call Director

Ms. Brenda DeGraffenreid
(202) 586-8383

Ms. Angel Graves
(202) 690-6670

Mr. Joseph Piljay
(202) 708-1428

Departments

Department of the Interior
18th & C Streets, N.W.
Room 2727
Washington, D.C. 20240
Telephone: (202) 208-3493
FAX: (202) 208-5048
Attn: Mr. Kenneth T. Kelly
Director, OSDDBU

Department of Justice
Ariel Rios Building
12th & Penn. Avenue
Room 3235
Washington, D.C. 20530
Telephone: (202) 616-0521
FAX: (202) 616-1717
Attn: Mr. Joseph Ken Bryan
Director, OSDDBU

Department of Labor
200 Constitution Ave., N.W.
Room C2318 200
Washington, D.C. 20210
Telephone: (202) 219-9148
FAX: (202) 219-9167
Attn: Ms. June Robinson
Director, OSBMA

Department of the Navy
Building 5, Crystal Plaza
Room 120
Washington, D.C. 20360-5000
Telephone: (703) 602-2700
FAX: (703) 602-2477
Attn: Mr. Don Hathaway
Director, OSDDBU

Department of State
Room 633, SA-6
Washington, D.C. 20522-0602
Telephone: (703) 875-6824
FAX: (703) 875-6825
Attn: Mrs. Durie White
Operations Director, OSDDBU

Women in Business Representatives

Ms. Doris Sanford
(202) 208-7437

Ms. Eleanor Geary
(202) 616-0521

Ms. Katherine Lee
(202) 219-9151

Ms. Janet Koch
(703) 602-2695

Ms. Linda Taylor
(703) 516-1953

Departments

**Women in Business
Representatives**

Department of Transportation
400 - 7th Street, S.W., Room 9410
Washington, D.C. 20590
Telephone: (202) 366-1930
FAX: (202) 366-7228
Attn: Ms. Luz A. Hopewell
Director, OSDBU

Ms. Pat L. Hodge
(202) 366-1902

Department of the Treasury
15th & Pennsylvania Ave., N.W.
Room 6100 Annex
Washington, D.C. 20220
Telephone: (202) 622-0530
FAX: (202) 622-2273
Attn: T.J. Garcia
Acting Director, OSDBU

(vacant)
(202) 566-5704

Department of Veterans Affairs
810 Vermont Ave., N.W.
Room 310
Washington, D.C. 20420
Telephone: (202) 535-8124
FAX: (202) 535-8156
Attn: Mr. Scott Denniston
Director, OSDBU (005SB)

Ms. Mary Ella Stormant
(202) 376-6996

The majority of Independent Agencies do not have designated Officers of Small Disadvantaged Business Utilization. Specific personnel as indicated assume such responsibilities.

Independent Agencies

ACTION
1100 Vermont Ave., N.W.
Suite 2101
Washington, D.C. 20525
Telephone: (202) 606-5150
FAX: (202) 606-5126
Attn: Ms. Donna Darlington
Director, Procurement Grants

Ms. Jean McCamley
(202) 606-4812

Independent Agencies+Departments

Agency for International Development
TT-2, Room 1200A
Washington, D.C. 20523-1414
Telephone: (703) 875-1551
FAX: (703) 875-1862
Attn: Mr. Ivan Ashley
Director, OSDDBU

Defense Logistics Agency
Cameron Station, Room 4C112
Alexandria, VA 22304-6100
Telephone: (703) 274-6471
FAX: (703) 274-0565
Attn: Mr. Lloyd C. Alderman
Director, OSDDBU

Environmental Protection Agency
401 M Street, S.W. Code A-149C
Washington, D.C. 20460
Telephone: (703) 305-7777
FAX: (703) 305-6462
Attn: Mr. Leon H. Hampton
Director, OSDDBU

Executive Office of the President
Room 5001, NEOB
Washington, D.C. 20500
Telephone: (202) 395-7669
FAX: (202) 395-3982
Attn: Ms. Thelma Toler
Director, OSDDBU

Export-Import Bank of the U.S.
811 Vermont Ave., N.W.
Room 1017
Washington, D.C. 20571
Telephone: (202) 565-3335
FAX: (202) 565-3319
Attn: Mr. Daniel A. Garcia
Director, OSDDBU

Women in Business Representatives

Ms. Betty Briscoe
(703) 875-1551

Mr. Anthony Kudders
(703) 274-6977

Ms. Margie Wilson
(703) 305-7305

Independent Agencies

Federal Trade Commission
6th & Pennsylvania Avenue N.W.
Room H700
Washington, D.C. 20580
Telephone: (202) 326-2258
FAX: (202) 326-2050
Attn: Ms. Jean Sefchick
Director, OSDBU

General Services Administration
18th and F Streets, N.W.
Room 6029
Washington, D.C. 20405
Telephone: (202) 501-1021
FAX: (202) 208-5938
Attn: Ms. Mirinda Jackson
Acting Director, Office of Enterprise Development

Interstate Commerce Commission
12th and Constitution Ave., N.W.
Room 3119
Washington, D.C. 20423
Telephone: (202) 927-7597
FAX: (202) 927-5158
Attn: Mr. Dan King
Director, OSDBU

National Aeronautics and Space
Administration
300 E St., S.W.
Room 1T70
Washington, D.C. 20546
Telephone: (202) 358-2088
FAX: (202) 358-3261
Attn: Mr. Ralph Thomas, III
Associate Administrator, OSDBU

National Science Foundation
4201 Wilson Blvd.
Arlington, VA 22230
Telephone: (703) 306-1330
FAX: (703) 306-0337
Attn: Mr. Donald Senich
Director, OSDBU

Women in Business Representatives

Ms. Barbara Lorette
(202) 326-2260

Ms. Joan Fletcher
(202) 501-1021

Mr. Dan King
(202) 927-7597

Ms. Rae Martel
(202) 358-2088

(vacant)
Call Director

Independent Agencies

Nuclear Regulatory Commission
Room 7217, MNBB
Washington, D.C. 20555
Telephone: (301) 415-7381
FAX: (301) 415-5953
Attn: Mr. Vandy L. Miller
Director, OSDBU

Office of Personnel Management
1900 E Street, N.W.
Room 2351
Washington, D.C. 20415
Telephone: (202) 606-2180
FAX: (202) 606-1464
Attn: Ms. Vivian Bethea
Acting Director, OSDBU

Railroad Retirement Board
1310 G St., N.W., Suite 500
Washington, D.C. 20036
Telephone: (202) 272-7742
FAX: (202) 272-7728
Attn: Ms. Marian P. Gibson
Director, OSDBU

Smithsonian Institution
915 L'Enfant Plaza, S.W.
Washington, D.C. 20560
Tel. (202) 287-3508
FAX (202) 287-3492
Attn: Mr. Mauricio P. Vera
Program Manager, OSDBU

U.S. Information Agency—M/O
330 C St., S.W.
Room 1611, HHS-S Building
Washington, D.C. 20547
Telephone: (202) 205-9662
FAX: (202) 401-2410
Attn: Ms. Georgia Hubert
Director, OSDBU

Women in Business Representatives

Mr. Harris Coleman
(301) 415-7381

(vacant)
Call Director

Independent Agencies

U.S. Postal Service
475 L'Enfant Plaza West, S.W.
Room 3641
Washington, D.C. 20260-5616
Telephone: (202) 268-6578
FAX: (202) 268-6573
Attn: Mr. Richard J. Hernandez
Mgr., Supplier Diversity

Women in Business Representatives

Mr. Richard J. Hernandez,
CPCM
(202) 268-6578

Other Liaison Offices

Office of Federal Procurement Policy
725 17th Street, N.W.
Room 9025
Washington, D.C. 20503
Telephone: (202) 395-4821
FAX: (202) 395-5105
Attn: Ms. Linda Mesaros
Deputy Associate Administrator
for Policy Development

Minority Business Development Agency
U.S. Department of Commerce
14th St. & Constitution Avenue, N.W.
Room 5053
Washington, D.C. 20230
Telephone: (202) 482-5061
FAX: (202) 482-5117
Attn: Ms. Joan Parrott-Fonseca
Director

Minority Business Development Agency
U.S. Department of Commerce
14th St. & Constitution Avenue, N.W.
Room 5096
Washington, D.C. 20230
Telephone: (202) 482-3261
FAX: (202) 482-5117
Attn: Mr. Raoul Quiros
Chief, Public Sector

Other Liaison Offices

Women in Business Representatives

Procurement Technical Assistance Center Program
George Mason University
4260 Chain Bridge Road
Suite B-2
Fairfax, VA 22030
Telephone: (703) 330-5458
FAX: (703) 330-5891
Attn: Ms. Amy Erwin
Assistant Director

Small Business Administration
409 3rd Street, S.W.
8th Floor
Washington, D.C. 20416
Telephone: (202) 205-6460
FAX: (202) 205-7064
Attn: Mr. Robert Moffitt

* * * * *

For additional SBA information:

The SBA has offices located around the country. For the one nearest you, consult the telephone directory under U.S. Government or call the Small Business Answer Desk at 1-800-U ASK SBA.

Section C

- **Subcontracting Opportunities**

Subcontracting Opportunities

Following is a current list of Department of State large prime contractors with contracts in excess of \$500,000 (\$1 million for construction), which may offer subcontracting opportunities:

Possible Prime Contractors Offering Subcontracting Opportunities

Subcontracting Opportunities Available

American Communications Company
Division American Systems, Inc.
7535 Little River Turnpike
Annandale, VA 22003
Contact: Mr. Tim Ramp, Purchasing Agent
(703) 968-6300

Various subcontracting opportunities

The American Institute in Taiwan
7 Lane 134 Hisan Yi Road
Section 3
Taipei, Taiwan
Contact: Mr. Jack Ferguson,
Chief,
Management Services Section

Various subcontracting opportunities

American Management Systems, Inc.
1777 North Kent Street
Arlington, VA 22209
Contact: Mr. Jay Dunigan,
Contract Administrator
(703) 841-5514

Various opportunities related to data processing

ARA Environmental Services
9 Presidential Blvd.
Bala Cynwyd, PA 19004-0291
Contact: Mr. Jim Day
(215) 667-8033

Various janitorial supplies, equipment, and labor services

The Asia Foundation
550 Kearney Street
San Francisco, CA 94119
(415) 982-4640

Various subcontracting opportunities

AT&T
1120 20th St. N.W.
5th Floor
Wash., DC 20036
Contact: Jim Powers
(202) 663-3317

Various subcontracting opportunities related to telephone equipment and services

Berger/HOK Joint Venture
1819 H St., N.W., Suite 900
Washington, D.C. 20006
Contact: Gary Kettler,
Sr. Project Mgr.
(202) 331-7775
Contract: 1030-212606

Various A&E services related to minor new construction projects; facility rehabilitation and system replacement projects; physical and technical security upgrades; construction and renovation of communications centers

Black & Veatch
3250 Wilshire Boulevard
Los Angeles, CA 90010
Contact: George J. Hirt
Federal Division Manager
(213) 380-2592

Various A & E services related to minor new construction facility rehabilitation and replacement projects, etc.

Brunswick Corporation
Defense Division
2000 Brunswick Lane
DeLand, FL 32724
Contact: A. W. Brocious
(904) 736-1700

MS hardware, wire,
electronic components, etc.

Burle Industries, Inc.
Attn: F.D. Kell, Product Division or
J.S. Hornick Tube Division
1000 New Holland Avenue
Lancaster, PA 17601-5688
(717) 295-6000

Various subcontracting opportunities

Caddell Construction Co., Inc.
P.O. Box 210099
Montgomery, AL 36121
Contact: B.E. Stewart
(205) 272-7723

Supplies, services, materials related to construction of new office building in Hong Kong

Computer Sciences Corporation
3170 Fairview Park Drive
Falls Church, VA. 22042
Contact: Ms. Mary L. Cherry
(703) 641-2553

Dillingham Construction
International
5960 Inglewood Drive
P.O. Box 1089
Pleasanton, CA 94566
Contact: Mr. Robert Walker
(510) 483-3300

Dillingham Construction
International
(Address as above)
Contact: Ms. Lenore Thielen
(510) 463-3300
Contract: S-FBOAD-94-C0052

Dillingham Embassy Constructors
(Address as above)
Contact: Mr. Robert Walker
(510) 463-3300

Dillingham Construction
International
(Address as above)
Contact: Mr. James Nixon
(510) 463-3300
Contract: S-FBOAD-95-C0018

DynCorp
7942 Cluny Court
Springfield, VA 22153
Contact: Mr. Dennis Egan
(703) 569-4063

Dyncorp Aircraft
6801 Calmont Avenue
Dallas, TX 76116
Contact: Mr. John Harlin
(817) 732-4481 ext. 248

Various subcontracting
opportunities related to
program and systems services

Various materials and services
such as freight forwarding
in support of construction
of a new Embassy office
building in La Paz, Bolivia

Materials and services in
support of renovation of U.S.
Interests Section in Havana,
Cuba

Supplies, services, materials
related to construction of U.S.
Embassy, Bogota, Colombia

Various subcontracting
opportunities related to logistic
support services

spare parts, travel arrangements,
equipment

EBASCO Constructors
160 Chubb Avenue
Lyndhurst, NJ 07071
Contact: Mr. James F. Tappen
(201) 460-6102

Einhorn, Yaffee, Prescott
The Argus Building
Broadway at Beaver
P.O. Box 617
Albany, NY 12201-0617
Contact: Ed Kohlberg
(518) 463-2145

Electospace Systems, Inc.
1301 East Collins Blvd.
P.O. Box 831359
Richardson, TX 75083-1359
Contact: Mr. Dennis Quire
(714) 231-9303

Federal Cartidge Company
900 Ehlen Drive
Anoha, MN 55303
Contact: Mr. Rick Bennett, Purchasing Mgr.
(612) 421-7100

Fischbach and Moore International Corp.
2525 Walnut Hill Lane
Dallas, Texas 75229
Contact: Mr. Joseph Dirik
(214) 484-4586

General Electric Company
Mobile Communications Division
4421 Forbes Boulevard
Lanham, MD 20706
Contact: Mr. Bob Gload or Mr. Joe Wilson
(301) 459-1617

Halifax Engineering, Inc.
5250 Cherokee Avenue
Alexandria, VA 22312
(703) 750-2202

Materials in support of
construction of annex to
Embassy office building,
Cairo, Egypt

Various A&E services related
to minor new construction
projects; facility rehabilitation
and system replacement
projects; physical and technical
upgrades; construction and
renovation of communications
centers

Electronic components,
cables, switches, power
supplies, etc.

Various subcontracting
opportunities (Std.
commercial plan)

Supplies, services, materials
related to construction of new
office building in Bangkok,
Thailand

Various subcontracting
opportunities

Various subcontracting
opportunities

Harbert International, Inc.
One Riverchase Parkway, South
Birmingham, AL 35201
Contact: Claude Roberts
(202) 987-5606

Supplies, services, and materials
related to office building
construction/renovation

Hays Systems, Inc.
2000 M St., N.W.
Washington, D.C. 20036
(202) 223-3703

IBM Corporation
National Federal Marketing
6705 Rockledge Drive
Bethesda, MD 20817
(301) 564-2894

Various subcontracting
opportunities

IFR Systems, Inc.
10200 West York St.
Wichita, KS 67215-8935
Mr. David C. Orpin
(316) 522-4981

Electronic components, radio
frequency crystals, crystals
filter, transformers, labels,
printed circuit boards,
switches, fuses, microwave
components

ITT Defense Communications
492 River Road
Nutley, NJ 07110
(201) 284-4475

J.A. Jones Construction Co.
6060 St. Albans Street
Charlotte, NC 28287
Contact: Mr. Robert Goodpasture
(704) 553-3000

Various subcontracting
opportunities related to
construction of a new U.S.
Embassy, Lima, Peru

J.A. Jones Construction
J.A. Jones Drive
Charlotte, NC 28287
Contact: Mr. Mike L. Fitzgerald
(704) 553-3499

Concrete, masonry, metalwork,
doors, windows, hardware,
woodwork, etc., related to
construction of new U.S.
Embassy, Kuwait

Mitre Corporation
7525 Colshire Drive
McLean, VA 22102
Contact: Mr. Walter R. Pawlowski, V-P
(703) 883-5501
Contract: 1045-155023

ADP hardware/software;
operating supplies and
services (indirect)

The Orkand Corporation
8484 Georgia Ave., Suite 1000
Silver Spring, MD 20910
Contact: Mr. Anthony Schullen
(301) 585-8480

Various subcontracting
opportunities related to
ADP software support services

Perini International Corporation
International Division
73 Mt. Wayte Ave.
Framingham, MA 01701
Contact: Mr. Joseph Haley
(508) 875-6171

Various subcontracting
opportunities related to
construction of the new U.S.
Embassy, Caracas, Venezuela

Perini International Corporation
International Division
73 Mt. Wayte Ave.
Framingham, MA 01701
Contact: Mr. Donald Paula
(508) 628-2684

Various subcontracting
opportunities related to
construction of Post Community
Center and electrical upgrade of
Embassy Building,
Lusaka, Zambia

Pinkerton Computer Consultants, Inc.
1900 N. Beauregard St., Ste. 200
Alexandria, VA 22311
Contact: Mr. James Craig
(703) 820-5571

Various subcontracting
opportunities

Planning Research Corporation
Room 6W3
1500 Planning Research Drive
McLean, VA 22102
Contact: Ms. Faye Beales
(703) 556-1537

Standard supplies; ADP

RTKL Assoc., Inc.
1140 Connecticut Ave., N.W.
Washington, D.C. 20036
Contact: Mr. Bernard Wulff
(202) 833-4400
Contract: 1030-290285

Various A&E services related to minor new construction projects; facility rehabilitation and system replacement projects; physical and technical security upgrades; construction and renovation of communications centers

Ralph M. Parsons Co.
1133 15th St., N.W.
Washington, D.C. 20005
Contact: Terrence O'Brien
(202) 775-3453
Contract 1030-290286

Various A&E services related to minor new construction projects; facility rehabilitation and system replacement projects; physical and technical security upgrades; construction and renovation of communications centers

Skidmore, Owings & Merrill
1201 Pennsylvania Ave., N.W.
Washington, D.C. 20004
Contact: Donald J. Ghent, Jr.
(202) 393-1400

Various A & E services

Statistica
30 West Gude Drive
Suite 300
Rockville, MD 20850
Contact: Mr. Robert Cole
(301) 424-1911

Various subcontracting opportunities

Stone & Webster Engineering Corp.
245 Summer Street
Boston, MA 02107
Contact: Mr. Peter W. Harris
(617) 589-5305
Contract 1030-290289

Various A&E services related to minor new construction projects; facility rehabilitation and system replacement projects; physical and technical security upgrades; construction and renovation of communications centers

Terminal Data Corp.
5898 Condor Drive
Moorpark, CA 93021-2601
Contact: Mark Schneider
(805) 529-1500

Hardware maintenance support
encompassing ADP production
resources

TRW
Systems Division
One Federal Systems Park Drive
Fairfax, VA 22033
Contact: Mr. Alan Schmidt
(703) 968-2001

Various subcontracting
opportunities

Tumi International, Inc.
9308 N.W. 13th Street
Miami, FL 33172
(305) 591-2419

Various subcontracting
opportunities related to
consolidated receiving
point

Wang Laboratories
7500 Old Georgetown Rd., 1250 N
Bethesda, MD 20814
Contact: Ms. Marianne Kee
(301) 657-5388

Computers, PCs, software, etc.

Mr. Peter Mazziotta, Mgr.
Marketing Systems
(301) 657-5230

Unisys
8008 Westpark Dr.
McLean, VA 22102
Contact: Murray J. Schooner
(703) 556-5822
Contract S-OPRAQ95D0532

Various hardware, software,
etc.

Section D

- **Some Contacts for Trade
and**
- **Investment-Related Issues**

Contacts for Trade and Investment-Related Issues

Department of State

Business Affairs	—Mr. David Ruth	(202) 647-1625
Investment Affairs	—Mr. Bruce Duncombe	647-1128
Development Finance	—Mr. Larry Butcher	647-9426
Economic Sanctions Policy	—Mr. Robert S. Deutsch	647-5673
Trade Policy	—Mr. William E. Craft	647-3696

Information about specific countries available from Department country desk officers. Telephone numbers obtained from front of the Department telephone book or from U.S. Government operator, (202) 655-4000. The Department of State also offers an automated Traveler's Advisory, which can be accessed on (202) 647-5225.

Department of Commerce

Deputy Assistant Secretary for Services	—Mr. Jude Kearney	(202) 482-5261
Country Marketing:		
Western Europe	—Mr. Peter Hale	482-5341
Eastern Europe and Soviet Affairs	—Ms. Suzanne Lotarski	482-1104
Eastern Europe Business Information Center (EEIBC)	—(vacant)	482-2645
Russia and Newly Independent States: Business Information Services for the Newly Independent States (BISNIS)		482-4655
Africa	—Mr. Gerald Seldman	482-4927
Near East	—Mr. Carl Reiner	482-1860
South Asia	—Mr. William Cavitt	482-1536
Mexico	—Ms. Shawn Ricks	482-0300
Latin America and Caribbean Basin	—Mr. Walter Bastian	482-2436
People's Republic of China and Hong Kong	—Mr. Donald Forest	482-5527
Japan	—Ms. Marjorie Searing	482-4527
Office for Service Industries and Finance	—Mr. Jude Kearney	482-5261
Publications—Intl. Trade Adm.	—Mr. Thomas Witherspoon	482-5487
Foreign Commercial Service	—Mr. Robert Taft	482-6228

Export Licensing Information*		(202) 482-4811
U.S. Trade and Development Agency (feasibility studies and other planning services)	—Ms. Carol Stillwell	(703) 875-4357
Definitional Missions	—Ms. Della Glenn	(703) 875-4357
Trade Information		1-800-USA-TRADE
Agency for International Development		
Business Relations (OSDBU)	—Mr. Ivan Ashley	(703) 875-1551
Center for Trade & Investment Services	—Ms. Deborah Diaz	(202) 663-2660 (local) (800) 872-4348
Overseas Private Investment Corporation	—Information Officer	(202) 336-8799
Export-Import Bank	—Mr. Christopher Dorval	(202) 565-3200
Small Business Administration		
Office of International Trade	—Mr. Jerry Chiaruttini	(202) 205-6720
U.S. Trade Representative	—Ms. Debbie Leilani Shon	(202) 395-6120

* For exporting licensing information on munitions, or technology “uniquely” designed for military application, contact Department of State, Defense Trade Controls (703) 875-6644 (licensing) or (703) 875-6650 (registration). You will be directed to an officer according to your requirements.

Trade Promotion Activities of the Department of State That Can Benefit Small, Minority, and Women-Owned Firms in Exporting

Assisting U.S. business is a major responsibility of the Department of State. The Secretary of State has directed all members of U.S. Embassies and consular posts abroad to consider the promotion of U.S. business and economic interests to be a top priority and to support U.S. firms vigorously in foreign markets. The Ambassador, as head of the “Country Team,” takes the lead in promoting U.S. trade and investment in 272 diplomatic and consular establishments in over 160 foreign countries.

The Department of State offers trade promotion services that can be of benefit to the minority business community. Each of the below-mentioned contacts can provide insight, advice, and assistance in the export efforts of minority firms:

The Office of the Coordinator for Business Affairs (E/CBA)

in the Economic and Business Affairs Bureau serves as the primary contact point for the business community in the Department. Bureau officials are in daily contact with private sector firms and business groups throughout the country through meetings, briefings, speeches, and other programs. E/CBA answers inquiries from businesses, individuals, and Congress, and maintains close liaison with regional bureau commercial coordinators, country desk officers, Commerce, AID, and other agencies involved in export promotion activities. (Phone: (202) 647-1625).

Embassies and Consulates overseas are charged with assisting the U.S. business community abroad. Ambassadors hold regularly scheduled meetings with American Chambers of Commerce in almost every country where there are such groups. Our Embassy commercial and economic staffs are available to assist American minority firms with political and economic briefings, professional advice and analysis on the business culture and practices of the country, and assistance in making and developing contacts abroad.

Personnel of the Department of Commerce’s U.S. and Foreign Commercial Service (USFCS) are stationed in 69 countries where our major markets are located. State Department officers are responsible for commercial work in over 100 countries with smaller markets where USFCS personnel are not present. The important point is that in all our Embassies, regardless of size or location, or which agency takes the lead, there are personnel to provide information and counsel to American firms, help them with problems, and see to it that they get a fair shot at contracts and sales.

The Regional Bureaus, each under the direction of an Assistant Secretary of State, are responsible for U.S. foreign affairs activities in a specific major region of the world. They are the Bureaus of African, Inter-American, European and Canadian, Near Eastern, South Asian, and East Asian and

Pacific Affairs. Country “desk officers” maintain day-to-day contact with overseas diplomatic posts and provide country specific economic and political analysis and commercial counseling to U.S. business.

The Office of Small and Disadvantaged Business Utilization (A/SDBU) actively promotes the use of small businesses by our various program and procurement personnel, both domestically and at our Embassies and Consulates overseas. The Department is committed to ensuring that small businesses receive a fair share of the procurement dollars we spend. (Contact: Durie N. White, phone (703) 875-6824).

Publications: The Department produces various publications of interest to minority business, including *Key Officers of Foreign Service Posts: A Guide for Business Representatives* and *A Guide To Doing Business With the Department of State*.

Commercial Posts of the Department of State (Posts With no FCS Presence)

While most U.S. commercial posts of the Department of State have assigned to them a Department of Commerce Foreign Commercial Service (FCS) officer to promote exporting by U.S. firms, the following posts have no FCS presence. Export promotion at such posts is a function of Department of State personnel:

Africa

Angola, Luanda
Benin, Cotonou
Botswana, Gaborone
Burkina Faso, Ouagadougou
Burundi, Bujumbura
Cameroon, Yaounde
Cape Verde, Praia
Central African Republic, Bangui
Chad, N'Djamena
Congo, Brazzaville
Djibouti, Djibouti
Equatorial Guinea, Malabo
Eritrea, Asmara
Ethiopia, Addis Ababa
Gabon, Libreville
Ghana, Accra
Guinea, Conakry
Guinea-Bissau, Bissau
Lesotho, Maseru
Liberia, Monrovia
Madagascar, Antananarivo

Malawi, Lilongwe
Mali, Bamako
Mauritania, Nouakchott
Mauritius, Port Louis
Mozambique, Maputo
Namibia, Windhoek
Niger, Niamey
Rwanda, Kigali
Senegal, Dakar
Seychelles, Victoria
Sierra Leone, Freetown
Somalia, Mogadishu
Sudan, Khartoum
Swaziland, Mbabane
Tanzania, Dar es Salaam
The Gambia, Banjul
Togo, Lome
Uganda, Kampala
Zaire, Kinshasa
Zambia, Lusaka
Zimbabwe, Harare

Latin America

Bahamas, Nassau
Barbados, Bridgetown
Belize, Belize City
Bolivia, La Paz
El Salvador, San Salvador
Guyana, Georgetown
Grenada, St. George's
Haiti, Port-au-Prince
Jamaica, Kingston

Netherlands Antilles,
Curacao
Nicaragua, Managua
Paraguay, Asuncion
Suriname, Paramaribo
Trinidad & Tobago,
Port of Spain
Uruguay, Montevideo

Near East/South Asia

Afghanistan, Kabul
Bahrain, Manama
Lebanon, Beirut
Nepal, Kathmandu
Oman, Muscat
Qatar, Doha

Bangladesh, Dhaka
Jordan, Amman
Sri Lanka, Colombo
Syria, Damascus
Tunisia, Tunis
Yemen Arab Republic, Sanaa

East Asia and the Pacific

Brunei, Bandar Seri Begawan
Burma, Rangoon
Cambodia, Phnom Penh
Federated States of Micronesia,
Kolonja
Fiji, Suva
Laos, Vientiane
Palau, Koror

Mongolia, Ulaanbaatar
Papua New Guinea,
Port Moresby
Rep. of Marshall Islands,
Majuro
Solomon Islands, Honiara
Western Samoa, Apia

Europe

Albania, Tirana
Bermuda, Hamilton
Croatia, Zagreb
Cyprus, Nicosia
Estonia, Tallinn
Finland, Helsinki
Iceland, Reykjavik

Latvia, Riga
Lithuania, Vilnius
Luxembourg, Luxembourg
Macedonia, Skopje
Malta, Valletta
Slovak Republic, Bratislava
Slovenia, Ljubljana

New Independent States

Armenia, Yerevan
Azerbaijan, Baku
Belarus, Minsk
Georgia, Tbilisi

Kyrgyzstan, Bishkek
Moldova, Chisinau
Tajikistan, Dushanbe
Turkmenistan, Ashgabat

Section E

- **Other Department of State and Government
Subscriptions/Publications**

Order Processing Code:

* **7680**

☐ **YES,** enter my order as follows:

Qty.	Stock Number	Title	Price Each
	044-000-02421-7	Guide to Doing Business With the Dept. of State	\$ 3.25
	045-000-00267-5	Women Business Owners: Selling to Fed. Gov.	\$ 4.25
Total for publications			

Qty.	List ID	Title	Price Each
	COBD	Commerce Business Daily	\$275.00
	DIPL	Diplomatic List	\$ 8.50
	KOFS	Key Officers of Foreign Service Posts	\$ 5.00
	DSTD	U.S. Department of State Telephone Directory	\$ 16.00
Total for subscriptions			
Total cost of order			

Prices include regular shipping and handling and are subject to change.
International customers please add 25%.

Company or personal name (Please type or print)

Additional address/attention line

Street address

City, State, Zip code

Daytime phone including area code

Purchase order number (optional)

Charge
your
order.
It's
easy!



**Fax
your
orders
(202)**

512-2250

For privacy, check box below:

☐ Do not make my name available to other mailers

Check method of payment:

☐ Check payable to Superintendent of Documents☐ GPO Deposit Account☐ VISA ☐ MasterCard[illegible]

expiration date

Thank you for your order!

Authorizing signature

5/95

Mail To: Superintendent of Documents, P.O. Box 371954, Pittsburgh, PA 15250-7954

Important: Please be sure to include this completed order form with your remittance.

Electronic Services

Federal Bulletin Board

In September 1992, the U.S. Government Printing Office (GPO) began a new service to give the public immediate, self-service, and cost-effective access to Federal electronic information. The State Department is one of the first participants in The Federal Bulletin Board (BBS) along with the Department of Energy, Environmental Protection Agency, and Health Care Financing Administration. The Bureau of Public Affairs provides *Dispatch*, country *Background Notes*, daily press briefings, and special publications such as *A Guide To Doing Business With the Department of State* by the Office of Small & Disadvantaged Business Utilization on the BBS.

Users can immediately access free services on the bulletin board with a personal computer, modem (settings: 8 bit, no parity, 1 stop bit, speeds 300–9600 baud), telecommunications software, and telephone line by calling 202–512–1387. To download files, prices are reasonable: the minimum charge per file is \$2 (up to 50 kilobytes); a full megabyte file costs \$21. There is no charge for browsing the list of files or for downloading copies of instructional and product description files, publication schedules, and the use of the electronic mail to order files on personal computer diskettes or in hard copy. For BBS purchases, a GPO Deposit Account can be opened with a major credit card, check, or money order by calling 202–512–1530 (FAX 202–512–1262). A \$50 deposit is required with no minimum balance thereafter. For additional information about GPO's service, contact the Office of Electronic Information Dissemination Services on 202–512–1524.

EC/EDI Fact Sheet (The Basics)

What is Electronic Commerce (EC)?

Electronic Commerce (EC) is the paperless exchange of business information, using Electronic Data Interchange (EDI), electronic mail, electronic bulletin boards, electronic funds transfer, and other similar technologies.

What is Electronic Data Interchange (EDI)?

Electronic Data Interchange (EDI), a major part of Electronic Commerce (EC), is the computer-to-computer exchange of business data in a standardized format.

What are the major benefits of EDI?

- Increased business opportunities through wider diffusion of procurement information;

- Improved quality through improved record-keeping, fewer errors in data, reduced processing delays, less reliance on human interpretation of data, and minimized unproductive time;
- Greater competition and reduced prices;
- Savings from reduction of inventories, mailroom sorting/distribution time, elimination of lost documents, and reduction of postage and other mailing costs;
- Reduced order time; and
- Better and more up-to-date information for management decisionmaking.

What is necessary to begin using EDI?

Should you intend to become fully EDI-capable, you will need a personal computer, a modem, ANSI X12 compliant EDI translation software or access to an EDI translation service, EDI implementation conventions, and a subscription to a Value Added Network (VAN). However, should you opt not to become fully EDI-capable, it is possible for you to exchange EDI transactions with the Government through the use of services provided by Value Added Service (VAS) providers. Such services (EDI-to-Fax, for example) allow you to participate in the Government EDI-based acquisition efforts without investing in EDI-related computer hardware and software.

Further, you will need to secure the following unique identification numbers for your business:

- DUNS number assigned by Dun and Bradstreet, 1-800-333-0505;
- CAGE code assigned by the Defense Logistics Service Center if you intend to do business with the Department of Defense; 616-961-4955; if you currently do business with DoD, you should already have a CAGE code;
- Tax Identification Number (TIN) assigned by the Internal Revenue Service, 1-800-829-1040.

What are some sources of information on EC/EDI?

Data Interchange Standards Association (DISA), the ANSI X12 Secretariat, 703-548-7005; ANSI X12 standards-related, membership, training, and conference information. Internet World Wide Web access via <http://www.disa.org>. ANSI X12 standards published by DISA may be obtained through EDI Support Services, 1-800-334-4912.

Defense Technical Information Center (DTIC); provides full and executive summary versions of the *DoD Electronic Commerce (EC)/Electronic Data Interchange (EDI) in*

Contracting Report, December 20, 1993, in electronic form. Internet World Wide Web access via <http://www.dtic.dla.mil> and via anonymous ftp at [asc.dtic.dla.mil](ftp://asc.dtic.dla.mil).

DoD Electronic Commerce Information Center, 1-800-EDI-3414; EC/EDI information packet, and other information. Internet World Wide Web access via http://www.acq.osd.mil/ec/ecic_hpg.html.

EDI World, 305-925-5900; a monthly industry magazine that contains information on EDI industry trends, user groups, conferences and seminars, and other information. An annual subscription cost is \$29.95.

Electronic Commerce Resource Centers; contact the Electronic Commerce Information Center for further information on one in your area.

Federal Electronic Commerce Acquisition-Program Management Office (ECA-PMO), 703-681-0369; Federal implementation conventions, *Streamlining Procurement Through Electronic Commerce*, and other related information. Internet World Wide Web access via <http://www.gsa.gov/ecapmo.htm> and <http://snad.ncsl.nist.gov/dartg/edi/fededi.html>, and FTP access via [ds.internic.net](ftp://ds.internic.net).

FedWorld BBS, a computer Bulletin Board System (BBS), 703-321-8020; provides documents related to EDI, including *Streamlining Procurement Through Electronic Commerce*. Internet World Wide Web access via <http://www.fedworld.gov>.

Government Printing Office (GPO), 202-512-0132; provides the full report version of the *DoD Electronic Commerce (EC)/Electronic Data Interchange (EDI) in Contracting Report*, December 20, 1993, in paper form; stock number 008-000-00643-1.

National Technical Information Service (NTIS), 703-487-4650; publishes *Federal Information Processing Standards Publication (FIPS PUB) 161*, NTIS Accession number SIPSPUB161-1, \$12.50. The Federal Government's intent to use ANSI X12 standards for EDI is documented in this standard.

Phillips Publishing International, 1-800-777-5006; publisher of *EDI Yellow Pages*, a directory of EDI products and services.

Premenos Corporation; provides ANSI X12 and UN/EDIFACT standards in electronic form. Internet World Wide Web access via <http://www.premenos.com>.

Procurement Technical Assistance Centers (PTACs); Government and privately funded organizations dedicated to helping small companies do business with the Federal Government. Call the Electronic Commerce Information Center for a list of PTACs in your area. For companies that are not currently DoD contractors, but who wish to do business with the DoD in the future, the PTACs can also serve as Government sponsors for them to obtain a CAGE code.

SBA Online, a computer Bulletin Board System, 800-697-4636; EC/EDI-related information, including *EDI, A Guide to Translation Software*. Internet World Wide Web access via <http://www.sbaonline.sba.gov>.

OSDBU Bulletin Board

In June 1994, the Department of State, Office of Small and Disadvantaged Business Utilization began a new service to give the public immediate, self-service electronic access to its two publications, *A Guide To Doing Business With the Department of State* and its current fiscal year *Forecast of Contract Opportunities*.

Users can immediately access the services on the U.S. Department of State's Office of Small and Disadvantaged Business Utilization (OSDBU) bulletin board system with a personal computer with or without ANSI support, a modem (settings: 8 bits, no parity, 1 stop bit, speeds 300–14400 baud), telecommunications software, and telephone line by calling (703) 875–4945. There is no charge for using any of the features of the OSDBU bulletin board. Files may be downloaded on demand using various error checking protocols, including ZModem, YModem, XModem, and Kermit.

For additional information about the OSDBU bulletin board, contact the Office of Small and Disadvantaged Business Utilization on (703) 875–6822.* For new users, you will fill out a registration form on the BBS that asks for point of contact, telephone number, address, business size status, and products provided. (*Firms not having equipment to access bulletin board services can obtain hardcopies of the *Guide* or *Forecast* by calling this number.)

* Firms not having equipment to access bulletin board services can obtain hardcopies of the *Guide* or *Forecast* by calling this number.)

UNIVERSITY OF FLORIDA

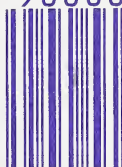


3 1262 05392 6910

ISBN 0-16-048043-4



90000



9 780160 480430

FLARE



31262053926910

FLARE